

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF SAN BERNARDINO COUNTY, CALIFORNIA
AND RECORD OF ACTION**

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July 29, 2003

FROM: AURELIO W. DE LA TORRE, Director
Purchasing Department

SUBJECT: APPROVE AGREEMENTS FOR AUCTIONEER SERVICES

RECOMMENDATION: Approve agreements listed for the disposal of surplus automobiles, light-duty trucks, heavy-duty trucks, and heavy-duty equipment, for the period August 1, 2003, through July 31, 2006.

Agreement No.

General Auction Company
Ritchie Bros. Auctioneers (America) Inc.

BACKGROUND INFORMATION: On January 14, 2003 the Board approved the release of Request for Proposal (RFP) PUR02-05 for Auctioneer Services. The RFP was mailed to auctioneers listed in the Purchasing database and advertised on the county website with a submission due date of February 7, 2003. On February 19, 2003 the proposals were distributed for review to a committee consisting of representatives from Fleet Management, Purchasing, Sheriff's Automotive Division, and Transportation/Flood Control. On March 10, 2003, the committee met to rate the proposals. At that time, all costs and services for the automobiles and heavy equipment were evaluated together by the committee. Upon further review by Purchasing, it was determined that the automobiles and heavy equipment should be evaluated separately since the county would maximize the sale proceeds. The proposals were sent back on May 15, 2003 to committee members to re-evaluate and rate the proposals separately for the automobiles and heavy equipment. On June 6, 2003 all proposals were received from the committee members and final selections made based on these separate evaluations. Purchasing then negotiated the vendor agreements.

A total of five proposals were received and evaluated based on the following criteria: responsiveness to RFP, cost, adequacy of firm's support staff, depth and extent of government experience, and ability to provide services in a timely manner. The committee also evaluated the proposals based on two main categories, (1) automobiles and light-duty trucks, and (2) heavy-duty trucks and equipment.

The committee recommends General Auction Company for disposal of automobiles and light-duty trucks. Three vendors were equally qualified in this category. However, General Auction Company does not charge for the transportation of vehicles to their auction site, which could result in a potential savings of \$20,000 annually to the County.

The committee recommends Ritchie Bros. Auctioneers (America) Inc. (Ritchie Bros.) for disposal of heavy-duty trucks and equipment. Ritchie Bros. auctions are attended by buyers from all over the world due to their reputation as a leader in the auctioning of heavy-duty trucks and equipment. Ritchie Bros. included a transportation charge on their RFP; however, the county will be able to transport their own equipment due to the close proximity of the auction facility. Ritchie Bros was selected on the basis of being the only proposer that provides repair and maintenance to equipment that may result in a higher resale value.

REVIEW BY OTHERS: This item has been approved as to legal form by County Counsel (Michelle Blakemore, Deputy County Counsel) on July 7, 2003; and reviewed by the County Administrative Office (Lynn Chacon, Administrative Analyst) on July 18, 2003.

Record of Action of the Board of Supervisors

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REVISED

**BOARD OF SUPERVISORS
APPROVE AGREEMENTS FOR AUCTIONEER SERVICES**

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FINANCIAL IMPACT: Detail (wash of exterior, interior, and engine compartment), maintenance, and repair costs are applicable only to heavy-duty trucks and equipment. These costs if required will be deducted from the sale proceeds. Proceeds will be deposited with respective user departments.

SUPERVISORIAL DISTRICTS: All

PRESENTERS : Aurelio W. De La Torre, Director, 387-2074